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Describe your average work day.

As a District Manager for Sodexo, I am focused on visiting accounts to make sure they are thriving and serving the General Managers so that they can be successful. I also spend part of my day reviewing financials from the week looking for areas of opportunity. Everyday I also share ideas with the General Managers on how to get on track if they need the guidance. I am continually reaching out to clients to establish relationships with them. My primary role is to serve the General Managers though. With 3 hours of daily conference calls and more than 50 emails to respond to, reviewing financial documents, and building client and employee relationships I find myself multi-tasking all day long. There is never a dull moment.

What is the best part of working for Sodexo?

The best part about working for Sodexo is having the support and team necessary to help me become successful. I never feel like I am alone in my job. I know that I am part of a successful working team. Great people work for Sodexo.

What kind of relationships do you have with your coworkers?

The District Manager's role is generally independent even though I feel like a team member. I have monthly conference calls with my peers, but we work independently. My relationship with my employees is excellent; it is the meat of what I do. I like spending time with my employees and I think they enjoy spending time with me.

What kind of interactions do you have with your customers? Have you been able to build relationships? Make a difference?

In corporate services I interact when I am visiting my accounts and when I am there I try to be seen so they know I am there and they know they can count on me. I spend time in the café talking to customers. I also try to coordinate focus groups to allow direct conversations with the client. I am always trying to understand what they think and what they expect.

How do you feel about the work you do? What motivates you to do your job?

I feel like I make a difference everyday. I enjoy what I do and it brings value to others. At the end of the day I know that I've done a good job and made a positive difference. This is what motivates me personally. Professionally, I am motivated by meeting Sodexo's expectations and targets.

Before you achieved your current positions with Sodexo, what other positions did you hold? Where did your career start and where has it taken you?

I started at Sodexo as an intern. I've been a General Manager of national accounts, a special project manager, I opened new accounts and now I am a District Manager.

Final Comments / Thoughts?

The District Manager role is the most satisfying job I've ever held and yet the most difficult. You have to be a people person and able to motivate others. On the other hand, you must be able to hold people accountable and be their best in order to be successful.